### HELP WANTED-FEMALE.

A bright woman, about 35, good personality; no experience necessary. Call between 10 and 4, 165 B\*way, suite 723.

ADVERTISING solicitors wanted, for New York Hippodronic programme, liberal commission. Inquire Sonora Film Corporation, 729 7th av., second floor.

CANVASSPIRS, new invention, extraordinary; also mysterious, fascinating novelty; 44 day; big commission. 65 Court st., Brooklyn, CHAMBERMAID, laundress (white), competent, small family; country now; city references; wages 800. Call Wednesday, before 12; 25 West 90th.

HAMBERMAID and wakeness on to Green. HOUSEWORKER wanted; city for summer; best references required. Call this morning after 10. Sousa, 122 East 824.
HOUSEWORKER—General, good cook; neat and efficient; 3 in family; country, Call Wednesday 2-3. Lowry, 70 West 55th st.

HOUSEWORKER, family of 8; Long Island: wages \$70, 1834 Broadway, room 212.
LAUNDRESS Seashore, small family, good

petent, small family, country now; city references; wages 800. Call Wednesday, before 12; 29 West Both.

HAMBERMAID and waktess, go to Greenwich, Committee and the state of t

positions are desired. Apply Room 503, Madison av., New York city.

Steven; commission basis. W 74 Herald, Her before 11, 46 E. 68th at.
COOK, experienced, white, for adult family;
country summer. Phone Columbus 7400,
Lerner apartment, until noon.

country summer. Phone Columbus 7400, Lerner apartiment, until noon.

COOK wanted, small family; good wages; Lawrence, L. I. Call Wednesday, 25 West 75th st. Il to I.

COOK—Competent girl as cook, family of 4: references required. 808 West End av. cor. 19th, apt. 8A.

COOK or housekeeper, white, private family, Lawrence, L. I., two maids kept. Call Weisser, 1453 Lexington av., corner 34th st. COOK, experienced, for small family; Woodmero for summer. Call 221 East 72d.

COOK—Good, American, colored, family cook; country for summer. 54 East 72d.

FOREWGMAN, experienced on inspection counting, on packing of quantity production; must be able to get maximum results; good opportunity. Y 718 Herald, 16th st.

GIRL, white; for general housework and cooking to family of 2 adults and 3 childers in Leonia, N. J.; must be energetic, thereful person and fond of children; wages 580 a month; no other help kept. F. Dossenson and 1914 and 1914

Madison 8q GIRL to take care of two-year-old boy or for light housekeeping; good home and salary. Call or write 2196 Atlantic av., Brooklyn, apt. 5, after 7 P. M. HOUSEKEEPER-Well bred visiting house

Hway.

HOUSEREPER, middle aged woman, take care bachelor apartments: give 2 light rooms in basement and salary; husband may be employed elsewhere. 35 W. 75th. HOUSEWORKER wanted, girl, white, general housework: 7 room apt., 2 adults, 2 children, 11 and 6 yrs.; wages \$50 monthly; soing to country for two months. 608 West 11th et. Apt. 62.

Hith et. Apt. 6E.

HOUSEWORK, white girl only, capable for general work, small family; country for summer; reference required. Apply 265 Central Park West, apt. 5C; carfare.

HOUSEWORKER, neat colored gtrl, small family; good cook; coursery for summer; personal reference. Call at 35 West 81st, between 1 and 3, apt. 8.

HOUSEWORKER, general, fer family of three adults; must be good cook and trust-worthy; good wages; 40 minutes from New York. Mrs. J. Matthews, Woodmere, L. I. Tel. Woodmers 3222.

Nork. Mrs. J. Matthews, Woodmere, L. I. Tel. Woodmere 3222.
HOUSEWORKER, good cook, no laundry, two adults; country for summer; city reference required. Call at 35 West Sist st., between 1 and 3, apt. 8.
FOUSEWORKER, witte girl, to assist cook with plain laundry and walting, private house; 2 in family; last reference. 123 West 11th st. IOUREWORKER, general, plain cocking, assist wash, for country; good wages.

HOUSEWORKER, girl, white; 2 in family. Court st., Brooklyn.

We will take into our organization a few women who are sufficiently intelligent to master our details in a short time, the opportunity is one that carries high remnerate country; references required. Call between I and 4 p. M., 350 Broadway, room 1209.

In Macing of Prince of Prince and I and

# WHERE TO PLACE **HERALD** WANT ADS

MAIN OFFICE. 280 Broadway OPEN DAY AND NIGHT Phone Chelses 4000. HERALD SQUARE, B'way & 36th St.
Entrance at 1358 Breadway
Open 8 A. M. to Midnight Dally.
A. M. to Midnight Sundays.
Phone Chelses 4000 16th ST. OFFICE 16th St. and 7th Ave. OPEN DAY AND NIGHT Phone Chelses 4000 BRONX

518 Willis Ave., at 148th St. Daily S A. M. to 10 P. M. Sundays S A. M. to 10 P. M. Phone Microse 9666 WASHINGTON HEIGHTS 585 West 181st St. Daily 6 A. M. to 11 P. M. Sundays 12 Noon to 9 P. M. Phone Wadsworth 9050 HARLEM

205 West 125th St. Dally 8 A. M. to 10 P. M. Sundays 8 A. M. to 10 P. M. Phone Morningside 0794 FULTON STREET Daily 8 A. M. to 10 P. M. Sundays 2 P. M. to 10 P. M. Chatra BROOKLYN

24 Court St.
Dally 8 A. M. to 10 P. M.
Sundays To A. M. to 10 P. M.
Phone Main 5456-7-8 Or leave your ad with any of our 600 agents throughout the city.

**HERALD** WANT ADS BRING BIG RESULTS

### HELP WANTED-FEMALE.

WAITRESS-Girl for waitress and upstairs work in private house. 20 E. 95th.

PROGRESSIVE THE ENTHUSIASTIC.

FOUR THORO BUSINESS WOMEN, CAPABLE OF INTERVIEWING BUSINESS MEN: MUST HAVE A SUCCESSFUL RECORD IN THE SALES FIELD OR IN AN EXECUTIVE POSITION; THOSE SO QUALIFYING HAVE THE OPPORTUNITY TO ENTER AN INTERNATIONAL ORGANIZATION WHICH HAS NEED OF REAL BUSINESS WOMEN, THESE CONNECTIONS ARE FERMANENT AND ARE ACCOMPANIED BY RETURNS LARGER THAN THOSE OF THE AVERAGE BUSINESS WOMEN, INTERSE WOMEN, THOSE OF THE AVERAGE BUSINES SWOMAN OF TO-DAY. PER SONAL INTERVIEW ONLY 2 P. M. THIS WEEK BY MR. VAN-DOREN, L. R. STEEL SERVICE CORP., 200 BROADWAY.

OUTS P. U. box 121, Nation D. YOUNG woman, well educated, or disensing teacher for good permanent position with educational association; opportunity with the control of the control of the control based on merit; not office work. Mr. Perryclear, 522 5th av., room 323.

EMPLOYMENT AGENCIES.

Commercial Help Wanted.

why waste time
and car fare answering one advertisement while without expenses
you meet at our office hundreds
refused ladies waiting to employ
pout And remember,
It is free to you.
Call at.
THE UNITED EMPLOYMENT AGENCY,
163 East 726 St.,
northwest corner 3d av.

Domestic Help Wanted. iOUSEWORKER, general; two children; no objection mother with child above six; ref-erences. Call 9-1, 475 West 152d.

AT MRS. HIRBH'S AGENCY.

Of East 74th St.

Cooks, chambermate, laundresses, waitcessess; city or country; private or boarding
louse.

EMPLOYMENT AGENCIES.

house.

MRS. R. STRICKER & NEPHEW.

32 West 58th st.

Have openings for all positions.

Private families, current wages, steady places

TWENTY cooks, ten kitchen maids, laundresses, 20 waitresses, chambermaids, parlor maids, couples and new arrivals wanted

immediately, Duffy's Agency, 2 W. 47th st.

CHAMBERMAID-WAITRESS, cooks, kitchenmaids, laundresses, houseworkers, nurses,

CHAUFFEUR, MECHANIC AND HANDY MAN ROUND CATHOLIC CHURCH AND RECTORY; SAL-ARY ACCORDING TO EXPERI-ENCE AND ABILITY; PERMA-NENT PLACE TO RIGHT PARTY. ANSWER BY MAIL ONLY, FATHER SMITH, KINGS PARK, L. I.

HAUFFEUR, married man, for small family in Connecticut, 40 miles from New York; house on premises, furnished, for small rental; salary 835 per week. Answer, tating experience and references, F 800

stating experience and references, F 890 Herald, Fulton st. CHAUFFEUR wanted, one with knowledge of gardening preferred, for summer home in Berkshire Hills. Write, giving references, wages, expected, &c. F 857 Herald, Fulton st. CHAUFFEUR wishes private position; ref-erences. Phone Chauffeur, Rhinelander

COOK, on small steam yacht, to cook for crew and owner, live aboard. State particu-lars, including salary. W 60 Herald, Her-

COUPLE for country, all year, two miles from village; wife cook, chambermald, man useful, butler, including care steam neat furnace; no children; bring references. Mrs. Mazon's Agency, 18 West 43d. COUPLE, Hungarlan-German, recently landed, want positions, country; general workers. Lothary. Call 1621 1st av.

COUPLE, white, permanent position for experienced cook and butler; do all work small country house. Phone Scarsdale 603.

COUPLE, country; wife cook; man butler and useful man. Call Wednesday, 1-3, at 125 East 72d st., apt. 4-D. 125 East 72d st., apt. 4-D.

COUPLE, good cook and houseman. Address
Box 551, Lawrence, L. I.

DRAFTSMAN for a cut stone plant; thorough, competent, experienced on Gothic
work; state experience and terms. W 49

Herald, Herald square.

GARDENER—Thoroughly experienced man
on hotbeds and flowers for private estate;
single man, \$75 per month, room and board.
Apply Mr. McGoldrick, Hotel Gotham 5th
av. and 55th st.

ELASTIC WEAVERS-MALE OR FEMALE, We have several good jobs for good, effi-tion; weavers. Geo. C. Moore Co., Wester-y, R. I.

WOMEN—Do you want to be independent?
Of course you do, and the surest way to
be independent is to have an income of
your own. We will put you in a position
which will give you a generous income by
associating yourself with a group of big,
honest, successful business men. Come in
and see us and you will realize that this
is YOUR opportunity. Room 602, 50
Court st., Brooklyn. Mr. Dorlind. first class, for Western fixture house, who as had experience with the most exclusive ounce; give full details. T. G., 377 Herald, ferald sq. Branch manager; large corporation with branch offices principal cities of U. S. and Canada requires capable wemen over 25, industrious, unquestioned integrity; managers' positions for those who qualify. Apply in person. Ask for Mr. Hall, room 602, 50 Court st. Brooklyn.

FRENCH butler, English not necessary; ref-erences. Call 63 East 66th st.

INSURANCE SALESMEN.
who are not carning over \$3,000 per annum; a national organization offers to men qual-tited a permanent connection with good fu-

Flatiron Building.

WOMAN helper for semi-invalid, white, mornings; permanent; moderate salary. 264 Lenox av.

WOMAN wanted, companionable, assist lady, light home duties, sleep out. 601 W. 101st st., 8t. Nicholas av. subway.

WOMAN, middle aged, with large acquaintance, can make \$75 to \$100 per week. Inquire P. O. box 121. Station D. YOUNG woman, well educated or discre-

JAPANESE, experienced, country; references. Ishl, 724 Lexington av.

MACHINIST and millwright, experienced, op 
appecial automatic machinas, making, setting up and repairs; good opportunity for 
high grade man. Y 717 Herald, 16th st.

MAN—THIS 18 WRITTEN WITH THE 
HOPE THAT IT WILL BE NOTICED BY 
COURT AL, Brooklyn, 
JOB BEFORE. THE MAN ACCEPTABLE 
TO THIS ORGANIZATION WILL BE AFFILIATED WITH MEN WHO CAN HELP
HIM DEVELOP HIS BEST QUALITIES 
AND INCREASE HIS EARNING CAPACITY 
FIRM THE STANT, WE WILL TLACE 
AND INCREASE HIS EARNING CAPACITY 
FORM THE STANT, WE WILL LACE 
AND TREAT APRIL COMMISSION 
EASIS. AND LIBERAL COMMISSION 
EASIS. EASIS E

EARN \$25-\$150 veskly only through Prof.
Robrar's, the Reliable Hairdressing, Manicure, Beauty School; \$5 up; free for service; earn while learn; circular explains. 119 W. 42d st. Brooklyn Branch, 15 4th av.
WILFRED ACADEMY OF
HAIR AND BEAUTY CULTURE.
Instruction in all branches, assuring largo incomes. Day, evening classes, Call or write Booklet H, 153 W. 44th st. We call for a MAN, and we mean just that, a man who doesn't belie the name, who is aggressively ambilious, keen to get shead, eager to make a dependable connection in some capacity that will reward him continuously, permanently and to a degree stranger with more orders than it can be likely to command anywhere else. Our sales department has room for such a man, preferably over 30 years of ago. We don't growing to start him at the very top of the laider bear-eyed, straight-thaking man to make very designation of the laider bear-eyed, straight-thaking man to make very designation. American distributions, with quick increase and steady that anywhere are the content of the beat; commission of the proposition. American Flavor and Extract Co., 30 trander & Co., 183 Broadway, Brooklyn.

\*\*SALESMEN\*\* to sell non-alcoholic flavors in New York and vicinity; wonderful proposition. American Flavor and Extract Co., 30 trander & Co., 193 Broadway, Brooklyn.

\*\*SALESMEN\*\* to sell non-alcoholic flavors in New York and vicinity; wonderful proposition. American Flavor and Extract Co., 30 trander & Co., 193 Broadway, Brooklyn.

\*\*SALESMEN\*\* and part line men, opportunity.

\*\*SALESMEN\*\* and part line methods commendate in the line in the destract Co., 30 to 1. 3 to 1. 3

Wanted-Man, 30 to 40, fair business edu-cation, for vacancy in our sales depart-near; must be able to learn readily and have confidence in his ability to make good; fire opportunity for man who can hold his own row, with rapid advance-ment; permanent position and every do-lar he can show he is worth. Call not earlier than 10 A. Af. At 655 Termi-nai Building, 50 Court street, Brooklyn.

Remember we do not charge any office fee to girls who are looking for private positions, kindly call on us at once and you will get the best paying situation you desire. Come in and register; do it to-day.

The Up To Date Employment Agency.
Ungar & Paim.

178 East Tist st., cor. 3d av.
Tel. Rimelander 2024.

LORESTA F. SMITH AGENCY.
Seandinavian cooks, second cooks and ditchematids wanted at once. Highest wages paid. First class positions.

AT HISS HOPMAYER'S AGENCY.

Cooks, landisease, chambermaids, wait-resses, chambermaid-waitenesses, children's nurses, chambermaid-waitenesses, children's nurses, uneful couples, butter. MANAGERS—If you want to connect with a nationally known organization and be associated with real business men where brains and backbone will carn a sure reward, come and see us; we are now a success, but we need men with force and character to help us grow; if you recognize Opportunity when it knocks at your door now is the time to prove it; come in for an interview. Room 672, 50 Court at., Brooklyn, Mr. Dorlind, MAN.

He Was Out of Work! A Herald Want Ad in Sunday's paper brought answers Monday. He went to work on Tuesday

Here is more evidence of how Herald Want Ads get results. Read the letter below:

New York, 6-8-21.

The New York Herald, New York City.

Dear Sir:

This letter is just to let you know that I received a position through advertising in your paper.

I had been seeking a position for the past month and had advertised in several other papers besides calling on a number

On Saturday I desired to place an ad in your Sunday paper. Monday morning early I received a postal asking me to call with reference to a position and Tuesday I secured the place.

I therefore wish to thank you for calling my attention to the possibilities of advertising in The Herald. I shall pass that tip along.

Very respectfully, (Signature) G. F. GUTGAHR.

HERALD ADS ACCEPTED AT THE FOLLOWING OFFICES:

Main Office, 280 Broadway
Bronx, 518 Willis Ave., at 148th St.
Washington Heights, 585 W., 181st St.
Harlem, 205 West 125th St.
16th St. and 7th Ave. Tel. Chelsea 4000.
Broadway
Broadway
Broadway
Broadway
Broadway
Broadway
Broadway
C. Height up.) Tel. Chelsea 4000.
Benown, 206 Broadway
Broadway
Brooklyn, 24 Court St.

Or leave your ad with any of our 600 agents throughout the city.

THE NEW YORK HERALD Telephone CHELSEA 4000

### HELP WANTED-MALE.

Wanted-Man of steady habits, ambitious, o make a good position and income for him-left to take vacant place in our sales de-striment: fair knowledge of business meth-ds necessary, but willingness to learn and strong determination to advance are chief-qualifications. Apply 10 to 4, room 829 singer Building.

MEN WANTED.

HAM BONERS.

PORK STORE TENDERS. DELICATESSEN CLERKS.

EXPERIENCED MEN ONLY

NEED APPLY. OPEN SHOP CONDITIONS.

UNION SCALE

8 HOUR DAY. .

OTTO STAHL (INC.).

170 EAST 127TH ST.

# MEN-TO THE UNEMPLOYED.

quired effort we have positions that ar

between 10 A. M. and 2 P. M., Suite 814.

Knickerbocker Bldg., 42d st. and B'way.

Good, live, energetic salesmen for high grade security house; you need not reply unless your previous con-nections were of the best; commission and salary. Apply Room 613, 50 Broad st.

policies; income guaranteed. Equitable, Sundeison, manager, 120 Brondway.

SALESMEN.

In our organization of highly successful ealeamen we have an opening for five educated, ambitious men. Those measuring up to our ideals will be given a training not to be computed in dollars and cents. Our men are equipped to earn a remuneration of a consistency enjoyed by the few. If you are a well appearing, sensible young man do not hesitate to call. You may be the very man for whom we are looking. An interview will be granted any morning this week after 10 o'clock. Suite 1319, Flatiron Building.

SALESMAN AND MANAGEP'S ASSISTANT.

SALESMAN AND MANAGER'S ASSISTANT.

# HELP WANTED-MALE.

SALESMAN.

UNUSUAL OPPORTUNITY

ings of retail and department stores, also gift shops, to take orders for "LUCKY STAR" jeweiry, the greatest achievement in the fashion of arts. It is almost a necessity, and it surely is a delight to the purchaser. No competition, patent pending. Also we competition, patent pending. Also we make staple line of solid gold signet reconstructed stone rings, both ladies' and gents', diamond mountings, &c. One of the best lines ever presented to the trade. Very liberal commission, exclusive territory. You are bound to make the biggest success in your life if your credentials and sales ability are unquestionable. You must act at once, giving full information in your first application.

56 Pine st.,

### SALESMEN.

If you are a man who, having seen a good thing, can make others see it—a salesman of honor—we have a live opportunity for you; we are the role owners and distributors of a new invention, a single specialty that is obviously a winner. In best senson, if indeed there is such a thing, is now on, and we want a few such men to assist us in an intensive campaign—a race against valuable time; a few lines telling us briefly what you have succeeded in doing will pave way to an appointment, at which time we will give you full particulars under most favorable conditions. O 1113 Herald, Fulton st.

Success is within your reach. A wonderful opportunity for men of ambition. Well established institution preparing to establish 25 branch offices requires 25 and 35 to fill managerial positions; principal qualifications are honesty, energy and willingness to work hard; experience not necessary, as we prefer to train our own executives, salary \$50 weekly and commissions. If you hink you can make good if you are given an opportunity call promptly at 9:30 A. M. or 2 P. M., ask for Mr. McKnight, third floor, 150 West 34th st.

SALESMAN-UNUSUAL OPENING. sense, sincere ambition and sales ability are the requisites; to such a man over 25 we can offer a well paid position, with later opportunity for much bigger money and im-portant executive position. Give phone number. Write R 57 Herald, Herald eq.

STENOGRAPHER—Competent, rapid, accurate; 23; seven years' experience; thoroughly familiar with office methods and routine; correspondent; available immediately; \$30. F 562 Herald, Fulton st. STENOGRAPHER, conscientious, live wire.
Christian, young man, assist mobilishers sales and advertising manager; write fully ducation, experience, also salary. K 715-Herald, 280 Broadway.

SALESMEN and part time men, opportunity to make good profits with health, accident policies; income guaranteed. Equitable, Sunders and the summer grant of the summer reserved and policies; income guaranteed. Equitable, Sunders and the summer grant of the summer reserved and policies; income guaranteed. Equitable, Sunders and the summer grant of the summer position, summer reserved and policies; income guaranteed. Equitable, Sunders and the summer grant of the summer position, summer reserved and part time men, opportunity to make good profits with health, accident and part time men, opportunity and part time men,

The Up To Date Employment Agency.

The Up To Date Employment the Up To Date In the Interview Agency for Experience destrable; must have personality, portion to managerial position; don't healtast to an advantage of thorough training at our expense, we often usual opportunity for up and work—with an organization move auccess, ut the Interview apply 10 Am Agency.

The Interview Agency In the Interview Agency of the Interview Agency is an advantage of thorough training at our expense, we often usual opportunity part of the Agency is an ad

## HELP WANTED-MALE.

\$5,200 TO \$15,000

A YEAR.

Most men have not realized that the carning of big money comes auto-matically with GOOD WORK WELL DONE, so we have put the cart before

The above statement is not theoretical, because more than 80 mer from all walks of life, running a long gamut of experience from clerk to university professor, have answered Business Builders advertisements, and right now, as we are writing this advertisement, are earning salaries from \$5,200 to \$15,000 a year.

The Business Builders are in business in the true sense of the word. Business, as we understand it, is the supplying of service or commodities for the well-being of mankind. Our particular service is giving you a chance, whether you are experienced or inexperienced to go higher from the standpoint of SELF-DEVELOPMENT and REMUNERATION than you HAVE EVER GONE BEFORE.

AGAIN, THIS IS NOT THEORET-ICAL, because in one of our largest units last week the average earnings of the active men were \$91.00 for one week's work-\$91.00 for each active man.

While you are in training for a fu-ture executive position you are paid a liberal commission, earning while learning; yes, that's it!

You owe it to yourself to investigate that kind of opportunity. \$81.00 a week means \$4,732 a year. Paradoxical as it seems, this institution PAYS YOU a tuition for the training that we sive you for an EXECUTIVE POSITION. AGAIN, we repeat, THESE POSITIONS pay from \$5,200 to \$15,000 a year, and AGAIN WE REFEAT, over 80 men in the past few months have succeeded in winning these positions.

Personally, if we were out of work, or if we were in work that did not satisfy us, we would get in touch with the James W. Elliott's Business Builders, Inc., IMMEDIATELY.

With all modesty, we of the Business Builders think that we have accomplished a great deal that is extraordinary.

We have an idea that we crowd into a few months a training that would otherwise take years to get: training classes, experience meetings, inspirational addresses given by the leaders in American bushness and finance, daily personal contact with executives who have graduated from the same kind of work you will find yourself in; graduates from the same conditions that YOU ARE NOW IN.

DR. FRANK CRANE, admittedly one of the greatest moral forces in the world to-day, and now associated with James W. Elliott, has said: "Hard as it seems, there's a good deal of truth in the saying that the best friend in the world is money in your pocket.

"Money in your pocket is the one thing that is as faithful as a dog.

thing that is as fatisful as a dog.

"It asks no questions, demands no references, never inquires into your moral character, does not care whether you are a deacon or a porch climber, never hems and naws and looks the other way; but when you want anything it goes and gets it for you, whether it's a hymn book or a sack of tobacco; when you're hungry it feeds you; when you're hand you down his best suit of lithes; when you're thints; it causes your fellow-men who own drinkables to come running; when you're tired it furnishes you a hair mattress and clean sheets, comfortable sleeper; when you want to be amused it provides you with an aislo seat in the theatre, and when you're dead it brings out the brethree of the order to march behind your hears and sets up at the head of your grave a stone carred with a few graceful, mendaclous compliments calculated to make your folks feel good."

The nature of our work forces you to put money into your pockets and to give you and to teach you the "fine art of selling yourself in the business of life." and, last and most important, making yourself WORTH SELL-ING in the business of life.

HARRINGTON EMERSON, also an associate of Mr. Elliott, and acknowledged America's foremost efficiency expert for his achievements in human engineering, says: "Of all living creatures man is the most capable of improvement, of taking on value, Many men are diamonds in the rough, others are at least pieces of glass, some are pieces of mud with which nothing can be done."

PIECES OF MID we find FEW AND PAR BETWEEN, and realizing with Emerson that man of all living creatures is most capable of improve-ment, our business is in seeing to it that our men ARE IMPROVED.

that our men ARE IMPROVED.

James W. Elilott, head of James W. Elilott's Business Builders, Inc., and writer of Man Messages, has given his message to over 700 of the Business Comporations in the United States. These corporations bought and paid for his messages because they knew their "action forcing" power in increasing the productive effectiveness of their various employees. The World's Salesmanship Congress was addressed twice by Mr. Elilott. His speech at the International Rotary Club Convention was asked to address over 100 Rotary Clubs in the United States the following year. We have heard Mr. Elilott say that everything he has written, every speech he has made, every action in a career crowded with action, has been based on his philosophy of life and work as contained in the "WHOLE STORY." You will find the "WHOLE STORY." You will stay the "You will stay the "Y

MEN OF PRINCIPLE ARE THE PRINCIPAL MEN. 1 WORK IS LIFE AND GOOD WORK IS GOOD LIFE.

IT ISN'T WHAT YOU KNOW BUT HOW WELL YOU KNOW HOW TO USE WHAT YOU KNOW THAT REALLY COUNTS.

FOR, GOOD FRIEND, THE TROU-HLE IN BUSINESS IS NOT THE LACK OF MEN WITH ABILITY-RUT THE TERRIBLE LACK OF ABILITY OF MEN TO USE THEIR ABILITY. IN LIFE IT IS JUST AS IMPORTANT TO FORGET SOME THINGS AS IT IS TO REMEMBER OTHERS.

180, DON'T FORGET TO MEMEMBER AND ALWAYS REMEMBER TO FORGET. TAND KEEP ON KEEPING ON.
FOR YOU ARE JUDGED BY THE RECORD THAT YOU MAKE-NOT BY YOUR ABILITY TO MAKE A RECORD.

Now, then, a short statement from the National Statistical Bureau, short but terrible in its meaning, shows that only 24% of the men who dis between the ages of 60 and 70 leave enough to pay the funeral expenses.

American industry stands first in the world. Men have built American industry, and those very men we waste like water. James W. Elliott has established in the Business Builders a "finding station" for men, equipped with VOCATIONAL DEPARTMENTS, BUILDATIONAL DEPARTMENTS, bringing to bear upon you every power to enable you to use every ability that you have.

Our men in selling the securities of American business institutions, in-building industries bigger and more economically than it has ever been done before, have realized indeed Jimmy Elliott's philosophy, that

something for yourself to help your-

Again, we repeat, you have to do

### HELP WANTED-MALE.

12th and 13th floors, Knickerbocker Building, 42d Street and Broadway

YOUNG MEN.

An organization preparing for the era of prosperity directly in the path of our great country desires the services of several men who seek bright futures.

The men selected will be ever 2% they will have force of character, good appearance, pleasing personality and reputations for honesty.

YOU MAY BE ONE OF THESE MEN.

Call between 10 and 4, Suite 805, 500 Madison Avenue. (Just around the corner from Grand Central Station.)

YOUNG MEN.

O P 890 Herald, Fulton st.

Unlimited lessons; license guaranteed; Lexington, Overland cars. Auto School, 2104

EMPLOYMENT AGENCIES.

Commercial Help Wanted.

BARKER & MACCOLL.

VOCATIONAL SPECIALISTS, 20 Church St.
Expert Steno. Secy. Al personality, knowledge
accounting; Jr. Acct., one yr. public expr.;
horough general bookkeeper: Insurance
ookkeepers; Architectural draftsmen, apartoent house expr.; Italian steno.; Polish
spists; registry free.

[AMILTON PUBLICANIAN]

ypists; registry free.

HAMILTON EMPLOYMENT, 6 Church et.
(Rector 30.—Bookkeepers, office positions
of all kinds.

REFERENCE INVESTIGATION CO.
AGENCY,
96 Warren at. Many office positions.

Domestic Help Wanted.

AUTOMOBILE EXCHANGE.

BUICKS, 1921 7 passenger touring and 1921 rangbout; bargain price; time pay of 20% down and 5% per month. LEXINGTON MO-TOR CO., Broadway at 61st st.

OZIER RUNABOUT for sale; perfect con-

dition; demonstration purchaser's sails-faction; \$650. Phone Sunset 7672. RUSSELL, MAXWELL touring, 1920: positively like new in every respect; real bargain, \$600; need space; time payments. MAXWELL-CHALMERS, 1410 Bedford av., Bklyn. Open

weenings.

McFARLAN roadster, 1919, mileage 8,000; price 42,230 cash. FTZPATRICK, 911
West End av. Phone Academy 2013.

NASH 1929 7 passenger touring, overhauled and repainted, with extras will sell cheap to quick purchaser. 1495 Besford av., B'klyn.

Prospect 5134; open evenings.

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